

FRANCHISE - REVENUE & PIPELINE SUMMARY
AS OF 12-AUG-2002
EUROS IN '000'S
GLOBAL MEDIA (1)

PRODUCT	Jul Franchise Revenue	YTD(Jul) Franchise Revenue	Prior YTD Franchise Revenue	B/W PRIOR YTD Franchise Revenue		Balance Of Current Year Thru 12/31 Pipeline	Bal Of Current Year Probability Weighted Pipeline	2002 Full Year Forecast	2002 Full Year Plan	B/W 2002 Full Year Plan	Future Year Pipeline(2)
				Aug Franchise Revenue	B/E 892						
M&A	1,401	26,658	19,765	-	8,892	-	46,510	9,950	38,308	49,000	(10,602)
Total Advisory	1,401	26,658	19,765	8,652	-	46,510	9,680	38,308	49,000	(10,892)	1,036
HYCM	(953)	10,310	10,234	75	-	3,108	777	11,087	14,000	(2,913)	-
Leverage Loan Fees	-	10,139	885	9,254	-	43,942	23,526	33,684	14,000	19,664	-
Real Estate Investment Banking	(953)	20,448	11,118	9,329	-	1,036	-	-	-	-	-
Total Debt Products	(1,160)	28,023	34,597	(6,574)	(392)	46,088	24,303	44,761	28,000	16,761	-
Equity Underwriting	(1,180)	(1)	145	(145)	(392)	36,975	24,908	62,540	49,000	3,540	-
Restricted Securities / PPE	(1,180)	28,022	34,742	(6,720)	(392)	38,376	24,908	(1)	49,000	3,538	-
Total Equity	-	1,354	-	1,354	-	3,000	-	-	14,000	(12,848)	-
GM DCM JV	(107)	(802)	1,467	(1,467)	(802)	-	-	(802)	(802)	(802)	-
Legacy PF / Telecom / LA Portfolio - NIM	(107)	552	1,467	(919)	(392)	3,000	-	852	14,000	(13,448)	-
Principal Investing / PE Exceptions / Other	(107)	-	-	-	-	-	-	-	-	-	-
Total Legacy Portfolios / Cross Selling / Other	(849)	77,680	67,083	10,587	(392)	116,473	58,882	136,150	140,000	(3,860)	1,036
Total Corporate Finance Product	-	-	-	-	-	-	-	-	-	-	-

Notes:

- 1) Details are included within the group on the basis of senior banker involvement per booked deals and pipeline details
- 2) Balance of Pipeline includes all future years

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FRANCHISE - REVENUE BY DEAL
AS OF: 12-AUG-2002
EUROS IN 000'S
GLOBAL MEDIA,

PRODUCT	DEAL	Franchise Revenue Jul	Franchise Revenue YTD(Jul)	Franchise Revenue Aug	Other Coverage Groups
	Allbritton Communications - General Advisory (News Ch 8) (D020686)	-	111	-	NA Lev Fin
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	-	2,663	-	EUR TELE, NA TELE
	Aurora Communications - general advisory (D012858)	-	1,032	-	None
	Bertelsmann - Project Rock / Rock.. (D014619)	-	2,010	-	None
	EchoStar - acq advisory and financing (GM - HE) (D014601)	-	(145)	-	NA FIN SPO
	EchoStar - General Advisory (Vivendi) (D016541)	-	8,686	-	None
	Fininvest - valuations (Focus) / Focus (ex-Slimfast) (D016069)	-	250	-	ITALY
	Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013840)	-	2,367	-	EUR TECH, Rus.& Turk.
	Impresa/Cofina - pot merger of Impresa w/ Investec (Ice Cube) / Ice cube (D015714)	26	83	-	oth. Eur., PORTUGAL
	Johnston Press - Acqn advisory for RIM / Pacifico. (D014213)	-	2,188	-	UK
	Landmark Communications - general advisory(Retainer 2001-02) (D014724)	64	203	-	None
	Liberity Media - Acqn opportunities in Europe (D016282)	-	244	-	EUR SPON, EUR TELE
	ProSieben - merger advisory with Kirch Media (Fit) Concordia / Concord (D014982)	225	750	-	EUR TECH
	Scientific Atlanta -acquisition of Barconet-Project Baseball / Baseball (D013401)	-	1,524	-	EUR TECH
	Spectrasite Holdings - Fairness Opinion (SBC) (D022702)	-	533	-	NA FIN SPO
	TIM Brazil - Project Eifel/Phase 1 (strategic alliance) / Eifel + 1. (D014142)	-	1,578	-	EUR TELE, ITALY, LA
	TMP Worldwide - Project University / University 1 (D013407)	-	3,408	-	None
	Tribune Co - general advisory (radio assets) (D02234)	1,086	1,086	-	None
	TV Globo - Project Waves / Waves ... (D013628)	-	89	-	LA
	Total M&A		1,401	28,658	
	Total Advisory		1,401	28,658	
	Adelphia Communications - HY Offering (2Q 01) (D013200)	-	68	-	NA TELE
	AMC Entertainment - acq financing for General Cinema (D013398)	(936)	462	-	NA FIN SPO
	EchoStar - HY offering (Hughes Electronics) (D016727)	-	(538)	-	NA SPON
	Intercom Communications - HY offering (1Q 02) (D020688)	-	1,152	-	NA Lev Fin
	Galaxy Latin America - HY bond offering (1Q 01) (D002033)	-	1,505	-	LA
	Hughes/PanAmSat - Project Pelican/Interim financing 1Q02 / Pelican 1 (D015956)	-	5,480	-	NA FIN SPO, NA Lev Fin
	NextMedia Group - HY offering (2Q 01) (D013233)	-	(89)	-	None
	Sinclair Broadcasting - HY offering (1Q 02) (D021370)	-	536	-	None
	Sinclair Broadcasting - HY Offering (4Q 01) (D016235)	-	1,206	-	None
	Young Broadcasting - HY Offering (4Q 01) (D014961)	(17)	527	-	None
	Total HYCM		(963)	10,310	
	Hughes/PanAmSat - Project Pelican/Interim financing 1Q02 / Pelican 1 (D015956)	-	5,935	-	NA FIN SPO, NA Lev Fin
	Johnston Press - £600mm debt financing for RIM acquisition / Jupiter.- (D014834)	-	1,980	-	EUR SPON
	Loews Cineplex Entertainment - exit financing (1Q 02) (D016576)	-	1,930	-	NA FIN SPO, NA Lev Fin
	Yell - US\$40mm financing for acqn of Mcleod Publishing (D020455)	-	292	-	EUR SPON
	Total Leverage Loan Fees		-	10,139	
	Total Debt Products		(953)	20,448	

FRANCHISE - REVENUE BY DEAL
AS OF 12-AUG-2002
EUROS IN 000'S
GLOBAL MEDIA.

PRODUCT	Franchise Revenue	Franchise Revenue YTD(Jul)	Other Coverage Groups	
			Jul	Aug
DEAL				
Cumulus Media - secondary offering (2Q 02) (D022916)	-	4,823	-	None
Digital River - block trade (4Q 01) (D016304)	-	85	-	None
Ermis Communications - Block Trade (2Q 02) (D021959)	204	2,208	-	None
Entercor Communications - secondary offering (1Q 02) (D020128)	-	4,553	-	None
Ikon Office Solutions - convertible offering (2Q 02) (D020657)	-	4,732	-	None
Internet Capital Group - IPO (D990806)	296	296	-	EUR TECH, NA CON
JCDecaux - IPC (project Fox) / Fox (D004897)	(1,629)	(1,629)	-	None
Johnston Press - rights issue for aqsn of RIM (D022644)	-	1,623	-	UK
Leap Frog Enterprises - IPO financing (D016359)	643	643	-	NA CON, NA FIN SPO
LIN Television - IPO (D020127)	-	9,141	-	NA FIN SPO
MediaNation - HK\$445.6mn IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	(889)	(3,926)	-	ASIA NRG, ASIA SPON, CHINA, NA FIN SPO
Publicis Groupe SA - convertible bond Q1 2002(King) / King * (D016091)	-	3,638	-	FRANCE
Radio One - Secondary Offering (2Q 02) (D021881)	172	917	-	None
SONICblue - debt private placement (2Q 02) (D021165)	-	160	-	NA P PLMT
XM Satellite Radio - secondary offering (2Q 02) (D022418)	13	761	-	NA FIN SPO
Total Equity Underwriting		(1,190)	28,023	(392)
Beam Broadcasting - Warrant Income Realized/Unrealized (M1590)				
Beam mitm (M1574)	-	(0)	-	None
Total Restricted Securities / PPE		(1)	-	None
Total Equity		(1,190)	28,022	(392)
AOL Time Warner Inc. - IG Bond (M3404)	-	141	-	None
Scholastic Corp - IG offering (1Q 02) (D020146)	-	133	-	None
Walt Disney - \$450mm - IG Bond (D024828)	-	86	-	None
Walt Disney - IG Bond (M3182)	-	995	-	None
Total GM DCM JV		1,354	-	None
Comcast Cable - Strategic Lending Contract (M2222)	(47)	(355)	-	None
Infinity Broadcasting - Strategic Lending Contract (M2221)	(60)	(447)	-	None
Total Principal Investing / PE Exceptions / Other		(107)	(802)	-
Total Legacy Portfolios / Cross Selling / Other		(107)	552	-
Total Product		(849)	77,680	(392)

FRANCHISE PIPELINE BY DEAL
AS OF 12-AUG-2002
EUROS IN DODS
GLOBAL MEDIA

PRODUCT	DEAL	PROBABILITY	Franchise Value						Franchise Revenue Total	Probability Weighted Pipeline
			AUG	SEP	OCT	NOV	DEC	BALANCE OF YEAR 2002		
	Acme Communications - general advisory (D0062355)	25	-	-	-	-	-	1,295	-	1,295
	AT&T Broadband - general advisory (Project Twist & Shoot) / Twist & Sh (D010328)	75	-	-	-	-	-	1,036	-	1,036
	Boosky & Hawkes - divestiture advisory (D015359)	25	2,000	-	-	-	-	2,000	500	500
	BusinessWire - general advisory (D005685)	25	-	-	-	-	-	5,595	-	5,595
	Deutsche Telekom - Sale options for 10% stake in SES (D011449)	0	-	6,000	-	-	-	6,000	-	6,000
	Echostar - acq advisory and financing (GM + HE) (D014601)	50	-	-	-	-	-	7,265	-	7,265
	JCDecaux - acquisition advisory - Project Daedalus (D022235)	26	500	-	-	-	-	-	500	125
	Pinnacle Holdings - general advisory - Project Daedalus (D010190)	0	-	-	-	-	-	4,500	-	4,500
	ProSieben - strategic divestiture advisory - Project Phoenix (D0223912)	0	-	-	-	-	-	2,591	-	2,591
	ScenicBlue - general advisory (Project Soprano) / Phoenix (D023818)	25	-	-	-	-	-	5,000	-	5,000
	Taylor & Francis - acq of Project Soprano (Kafka) / Karka (D023841)	25	-	4,000	-	-	-	2,591	-	2,591
	TM Brazil - Project Eiffel/Phase 2 (sale) (Eifel) - 2. (D024266)	0	-	-	-	-	-	648	4,000	648
	Young Broadcasting - general advisory (Ktron Station) (D025504)	0	-	2,000	10,500	-	-	1,036	1,036	1,036
	Total Advisory		2,000	10,500	-	-	-	34,010	1,036	47,547
	Data Transmission Network - bank/bond financing (3Q Q2) (D022612)		25	3,109	-	-	-	34,070	1,036	47,547
HYCM			3,109	-	-	-	-	-	-	9,550
	Comcast - acq frcg for AT&T Broadband (participant bank) (D020813)	50	-	-	-	-	-	-	-	-
	EchoStar - acq advisory and financing (GM + HE) (D014601)	50	1,865	-	-	-	-	-	-	-
	Gray Communications -acq fin for Benefitek Broadcasting (D022657)	75	3,109	-	35,856	-	-	-	-	-
	Sinclair Broadcasting - bank financing (3Q Q2) (D021862)	75	3,109	-	-	-	-	-	-	-
	Leverage Loan Fees		6,084	-	35,856	-	-	-	-	-
	Davis & Partners - Transmission Tower in Brooklyn (D023807)	0	-	-	-	-	-	-	-	-
	Real Estate Advisory		-	-	-	-	-	1,036	-	1,036
	Total Debt Products		11,193	-	36,859	-	-	1,036	-	1,036
	APAX/Hicks Muse - IPO of Yell plc (D020645)	90	-	1,658	-	-	-	-	-	-
	Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabel (D022480)	76	-	17,000	-	-	-	-	-	-
	Blackboard - IPO (Q1 Q3) (D014712)	0	-	-	1,762	-	-	-	-	-
	BskyB - GBP 200 million convertible bond (D020286)	75	1,555	-	-	-	-	2,500	-	1,762
	Salem Communications - secondary offering (3Q Q2) (D024428)	75	-	-	-	-	-	-	-	2,500
	SES Global - £700-1bn IPO - Project Gerard / Gerard (D013535)	75	-	-	-	-	-	-	-	1,875
	Texas Pacific Group - IPO (Hunter) / Hunter (D022792)	25	1,556	10,558	8,262	-	-	6,500	8,000	1,166
	Equity Underwriting		-	-	-	-	-	-	-	6,500
	Total Equity		1,556	10,558	8,262	-	-	10,500	-	10,500
	SES Global - Debt financing re GE Americom - Project Gerard / Gerard (D016596)	0	-	-	-	-	-	-	3,000	3,000
	GM DCM JV		-	-	-	-	-	-	3,000	3,000
	Total Legacy Portfolios / Cross Selling / Other		-	-	-	-	-	-	3,000	3,000
	Product		-	-	-	-	-	-	-	-
			14,747	21,168	44,120	-	-	48,547	1,036	137,609
			-	-	-	-	-	-	-	61,862

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FRANCHISE - REVENUE & PIPELINE BY MD & DIR
2002-08-13 (TUE)
EUROS IN 000's
Global Media

BANKER	DEAL	PRODUCT	2002		2003	
			JUL FRANCHISE VALUE	AUG FRANCHISE VALUE	JUL FRANCHISE VALUE	AUG FRANCHISE VALUE
Amling, Jeffrey	Aurora Communications - general advisory (D012868)	Divestiture Advisory	-	-	-	-
	Cumulus Media - secondary offering (2Q 02) (D022916)	Equity-Secondary	1,032	4,623	-	-
	EchoStar - General Advisory (friendly) (D018544)	Other M&A Advisory	8,686	(538)	-	-
	EchoStar - HY offering (Hughes Electronics) (D016727)	Bonds-Corporate High Yield	N/A	(936)	-	-
	Echostar - acq advisory and financing (SM - HE) (D014601)	Acquisition Advisory	50%	-	7,285	-
	Echostar - acq advisory and financing (SM - HE) (D014601)	Bridge Loans	50%	(145)	-	-
	Emmis Communications - Block Trade (2Q 02) (D021989)	Block Trade	N/A	204	2,206	35,859
	Entercor Communications - HY offering (1Q 02) (D020588)	Bonds-Corporate High Yield	N/A	-	1,152	-
	HughesPanAmSat - Project Peartain/Inmarsat financing (1Q 02) / Palstar (CD158556)	Equity-Secondary	N/A	-	4,553	-
	Mediashift - HK\$445.8mm IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	Bonds-Corporate High Yield	N/A	-	5,480	-
	Radio One - Secondary Offering (2Q 02) (D021188)	Senior Bank Debt	N/A	-	5,936	-
	SES Global - Debt financing re GE Americom - Project Gerard3 (D015996)	Equity-Secondary	N/A	(889)	(3,926)	-
	Sinclair Broadcasting - HY Offering (4Q 01) (D015235)	Bonds-Eurobonds	N/A	172	917	-
	Sinclair Broadcasting - bank financing (3Q 02) (D021892)	Bonds-Corporate High Yield	0%	-	3,000	-
	BiQuity Digital - Private Placement (2Q 02) (D013707)	Senior Bank Debt	N/A	-	1,206	-
	APAX/Hicks Muse - IPO of Yell plc (D020545)	Private Placement-Equity	N/A	-	749	-
	Gazprom - Sale of Gazprom Media to Sputnik Group (Astra) / Astra - (D013840)	Equity-IPO	90%	-	1,658	-
	Johnson Press - Acqn advisory (or RIV / Pacific. (D014213)	Valuation	N/A	-	2,367	-
	Johnson Press - fight issue for acqn of RIM (D022864)	Acquisition Advisory	N/A	-	2,184	-
	Johnson Press - £680m debt financing for RIM acquisition / Jupiter - (D014834)	Equity-Rights	N/A	-	1,623	-
	Taylor & Francis - acqn of Kluwer Academic Publishing (Kafira) / Kafira - (D022841)	Senior Bank Debt	N/A	-	1,980	-
	Yell - US\$40mm financing for acqn of Mcleod Publishing (D020465)	Acquisition Advisory	25%	-	4,000	-
	Aurora Communications - general advisory (D012858)	Senior Bank Debt	N/A	-	292	-
	Blackboard - IPO (Q1 03) (D014712)	Divestiture Advisory	N/A	-	1,032	-
	Cumulus Media - secondary offering (2Q 02) (D022916)	Equity-Secondary	0%	-	1,762	-
	Entercor Communications - HY offering (1Q 02) (D020588)	Bonds-Corporate High Yield	N/A	-	4,823	-
	Entercor Communications - secondary offering (1Q 02) (D020128)	Equity-Secondary	N/A	-	1,152	-
	Leap Frog Enterprises - IPO financing (D016809)	Equity-Secondary	N/A	-	4,553	-
	MediaNation - HK\$445.8mm IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	Equity-IPO	N/A	-	643	-
	Nextel Media Group - HY offering (2Q 01) (D013233)	Bonds-Corporate High Yield	N/A	(889)	(3,926)	-
	Radio One - Secondary Offering (2Q 02) (D021881)	Equity-Secondary	N/A	172	917	-
	Sinclair Broadcasting - HY Offering (4Q 01) (D021825)	Bonds-Corporate High Yield	N/A	-	1,206	-
	Sinclair Broadcasting - bank financing (3Q 02) (D021370)	Bonds-Corporate High Yield	N/A	-	536	-
	Sinclair Broadcasting - bank financing (3Q 02) (D021892)	Senior Bank Debt	75%	-	3,109	-
	Adelphia Communications - HY Offering (2Q 01) (D013200)	Bonds-Corporate High Yield	N/A	-	68	-
	Allerton Communications - General Advisory (News Ch 8) (D020688)	Fairness Opinion	N/A	-	111	-
	Gray Communications - acqn fin for Benetek Broadcasing (D022657)	Senior Bank Debt	75%	-	3,109	-
	Landmark Communications - general advisory/Retainer 2001-02 (D014724)	Other M&A Advisory	N/A	64	203	-
	Salem Communications - secondary offering (3Q 02) (D024428)	Equity-Secondary	75%	-	1,555	-
	Tribune Co - General advisory (radio assets) (D002234)	Divestiture Advisory	N/A	1,086	-	-
	XM Satellite Radio - secondary offering (2Q 02) (D0224-18)	Equity-Secondary	N/A	13	761	-
	APAX/Hicks Muse - IPO of Yell plc (D020545)	Equity-IPO	90%	-	1,658	-
	BSkyB - GBP 200 million convertible bond (D020296)	Equity-Secondary	75%	-	17,000	-
	Bertelsmann - Project Rock / Rock. (D014619)	Equity-Convertible Bonds	75%	-	2,500	-
	Boosey & Hawkes - divestiture advisory/defence & refinancing (D015359)	Acquisition Advisory	N/A	-	2,010	-
	Deutsche Telekom - Sale options for 16% stake in SES (D011448)	Divestiture Advisory	25%	-	2,000	-
	Impresa/Cefina - pol merger of impresa w/ investac (Ice Cube) / ice cube (D011571)	Mergers Advisory	0%	-	6,000	-
	JCDecaux - IPO (projct: Fox) (D014887)	Equity-IPO	N/A	-	83	-
	Boosey & Hawkes - acquisition advisory - Project Daedalus - Datedius - (D022235)	Acquisition Advisory	N/A	-	(1,626)	-
	ProSiebel - strategic divestiture advisory - Project Phoenix / Phoenix (D022912)	Defense Advisory	0%	-	4,500	-
	SES Global - Debt financing re GE America - Project Gerard2 / Gerard2 (D013586)	Bonds-Eurobonds	25%	-	5,000	-
	SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013586)	Equity-IPO	75%	-	3,000	-

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FRANCHISE - REVENUE & PIPELINE BY M&A & DIR
 2002-05-13 (Tues)
EUROS IN \$000'S
 Global Media.

BANKER	DEAL	PRODUCT	PROB	JUL FRANCHISE VALUE	YTD JUL FRANCHISE VALUE	AUG FRANCHISE VALUE	2002 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Lavel, Nicholas	Impresa/Comfast - opt merger of Impresa w/ investor (Ice Cubes) / Ice cub (D015714)	Merger Advisory Equity-Convertible Bonds	N/A N/A	26	83 3,638	-	-	-
Bertelsmann, Project Rock / Rock. (D014619)	Finnvest - valuations (Focus) / Focus (ex-SlimFast) (D016059)	Acquisition Advisory Fairness Opinion	N/A N/A	-	2,010 25%	-	-	-
MacInnes, Bruce	Gazprom - sale of Gazprom Media to Spunk Group (Astria / Astra) *(D013840)	Valuation Fairness Opinion	N/A N/A	-	250 2,367	-	500 2,367	-
ProSieben - merger advisory with Kirch Media (Pit Concord) / Concord (D014982)	Merger Advisory	N/A	225	-	750	-	-	-
SES Global - strategic divestiture advisory - Project Phoenix / Phoenix (D023812)	Defense Advisory	N/A	-	-	-	-	5,000 3,000	-
Texas Pacific Group - IPO (Hunter) / Hunter *(D022792)	Bonds/Eurobonds Equity-IPO	0% 25%	-	-	-	-	6,500 6,500	-
Morris, J L Malcolm	Davis & Partners - Transmission Tower in Brooklyn (D020807)	Real Estate Advisory	0% -	-	-	-	1,036 1,036	-
Hughes/PanAmSat - Project Pelican/term financing (Q02) / Pelican 1 (D015659)	Bonds-Corporate High Yield	N/A	-	-	5,480	-	-	-
Pinnacle Holdings - general advisory (2001) (D011930)	Senior Bank Debt	N/A	-	-	6,936	-	-	-
SpectraSite Holdings - Fairness Opinion (SBC) (D022702)	Divestiture Advisory	0%	-	-	-	-	2,591	-
TIM Brazil - Project Eiffel/Phase 1 (strategic alliance) / Eiffel - 1. (D014121)	Fairness Opinion	N/A	-	-	-	-	-	-
TIM Brazil - Project Eiffel/Phase 2 (Sale) / Eiffel - 2. (D024386)	Other M&A Advisory	N/A	-	-	-	-	-	-
TV Globo - Project Waves / Waves ... (D013628)	Divestiture Advisory	0%	-	-	-	-	1,034	-
Divestiture Advisory	N/A	-	-	-	-	-	-	-
AMC Entertainment - acq financing for General Cinema (D011398)	Bonds-Corporate High Yield	N/A	-	-	-	-	-	-
Acme Communications - general advisory (D006356)	Divestiture Advisory	25%	-	-	-	-	1,295	-
Data Transmission Network - bank/bond financing (3Q 02) (D0022612)	Bonds-Corporate High Yield	25%	-	-	-	-	3,108	-
Galaxy Latin America - HY bond offering (Q 01) (D0020233)	Bonds-Corporate High Yield	25%	-	-	-	-	-	-
LIN Television - IPO (D020127)	Equity-IPO	N/A	-	-	-	-	-	-
Loews Cineplex Entertainment - exit financing (1Q 02) (D016576)	Senior Bank Debt	N/A	-	-	-	-	-	-
Young Broadcasting - HY Offering (Q 01) (D014961)	Bonds-Corporate High Yield	N/A	-	-	-	-	-	-
Young Broadcasting - general advisory (Kron Station) (D025304)	Divestiture Advisory	0%	-	-	-	-	4,146	-
Data Transmission Network - bank/bond financing (3Q 02) (D0022612)	Bonds-Corporate High Yield	25%	-	-	-	-	-	-
Young Broadcasting - exit financing (1Q 02) (D016576)	Senior Bank Debt	N/A	-	-	-	-	-	-
Young Broadcasting - HY Offering (Q 01) (D014961)	Bonds-Corporate High Yield	N/A	-	-	-	-	-	-
Bertelsmann - Project Rock / Rock. *(D014619)	Acquisition Advisory	N/A	-	-	-	-	-	-
Deutsche Telekom - Sale options for SES *(D011448)	Divestiture Advisory	0%	-	-	-	-	-	-
Finnvest - valuations (Focus) / Focus (ex-SlimFast) (D016059)	Fairness Opinion	25%	-	-	-	-	-	-
Finnvest - valuations (Focus) / Focus (ex-SlimFast) (D016059)	Acquisition Advisory	N/A	-	-	-	-	-	-
AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	Divestiture Advisory	75%	-	-	-	-	1,036	-
BusinessWire - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	Divestiture Advisory	N/A	-	-	-	-	-	-
Comcast - acq filing for AT&T Broadband (participant bank) (D020813)	Senior Bank Debt	25%	-	-	-	-	5,586	-
Digital River - block trade (4Q 01) (D016304)	Equity-Secondary	50%	-	-	-	-	1,865	-
Liberty Media - Acq opportunities in Europe (D016282)	Acquisition Advisory	N/A	-	-	-	-	-	-
TMP Worldwide - Project University 1 (D013407)	Bonds-Corp. Investment Grade	N/A	-	-	-	-	-	-
Walt Disney - \$450mm IG Bond (D024828)	Senior Bank Debt	50%	-	-	-	-	-	-
Ikon Office Solutions - convertible offering (Q3 02) (D020657)	Equity-Convertible Bonds	N/A	-	-	-	-	1,865	-
SONICblue - debt private placement (Q3 02) (D021195)	Equity-PIPE	N/A	-	-	-	-	-	-
Scientific Atlanta - acquisition of Baracnet-Project Baseball / Baseball / Soprano (D013401)	Acquisition Advisory	N/A	-	-	-	-	-	-
Ikon Office Solutions - general advisory (Project Soprano) / Soprano (D023818)	Acquisition Advisory	N/A	-	-	-	-	4,732	-
SonicBLUE - general advisory (Project Soprano) / Soprano (D023818)	Acquisition Advisory	N/A	-	-	-	-	1,524	-
							2,591	-

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DB 000511

FRANCHISE - REVENUE & PIPELINE SUMMARY
AS OF 12 AUG 2002
EUROS IN 000's
NA MEDIA (1)

PRODUCT	Jul Franchise Revenue	YTD(Jul) Franchise Revenue	Prior YTD Franchise Revenue	EN/PRIOR YTD Franchise Revenue	Aug Franchise Revenue	Balance Of Current Year Thru 12/31 Pipeline	Bal Of Cur Year Weighted Pipeline	Future Year Pipeline Probability Weighted(2)	
								2002 Full Year Forecast	2002 Full Year Plan
M&A	1,150	21,011	10,986	10,026	-	24,510	6,775	27,786	25,650
	(553)	10,310	10,234	75	-	24,510	6,775	27,786	25,650
	-	7,865	885	6,981	-	3,109	777	31,392	21,136
	(953)	18,176	11,119	7,057	-	43,842	23,526	-	21,036
	439	24,391	17,814	6,578	(392)	48,088	24,303	42,479	37,577
	-	(1)	145	(146)	-	3,316	1,166	25,165	24,062
	439	24,389	17,959	6,430	(392)	3,316	1,166	(1)	-
	-	1,354	-	1,354	-	3,000	-	23,164	25,650
	(107)	(802)	1,487	(1,487)	(802)	-	-	(486)	27,819
	(107)	552	1,487	(915)	-	3,000	-	(802)	-
	529	64,128	41,531	22,557	(392)	78,913	32,244	95,981	73,280
									22,691
									1,036

Notes:

- 1) Deals are included within the Group on the basis of senior banker involvement per client manager for booked deals and pipeline deals
- 2) Balance of Pipeline includes all future years

FRANCHISE - REVENUE BY DEAL
AS OF: 12-AUG-2002
EUROS IN 000'S
NA-MEDIA

PRODUCT	DEAL	Franchise Revenue YTD(Jul)	Franchise Revenue Jul	Franchise Revenue Aug	Other Coverage Groups
Allbritton Communications - General Advisory (News Ch 8) (D020686)	-	111	-	NA Lev Fin	
AT&T Broadband - general advisory (Project Twist & Shoot) / Twist & Sh (D010328)	-	2,663	-	EUR TELE, NA TELE	
Aurora Communications - general advisory (D012858)	-	1,032	-	None	
EchoStar - acon advisory and financing (GM - HE) (D014601)	-	(145)	-	NA FIN SPO	
EchoStar - General Advisory (Vivendi) (D016541)	64	8,686	-	None	
Landmark Communications - general advisory(Retainer 2001-02) (D014724)	-	203	-	None	
Liberty Media - Acon opportunities in Europe (D016262)	-	244	-	EUR SPON, EUR TELE	
Scientific Atlanta - acquisition of Barconet-Project Business / Batelba (D013401)	-	1,524	-	EUR TECH	
Spectrasite Holdings - Fairness Opinion (SBC) (D022702)	-	533	-	NA FIN SPO	
TIM Brazil - Project Eiffel/Phase 1 (strategic alliance) / Eiffel - 1. (D014121)	-	1,573	-	EUR TELE, ITALY, LA	
TMP Worldwide - Project University / University 1 (D013407)	-	3,408	-	None	
Tribune Co - general advisory (radio assets) (D002234)	1,086	1,086	-	None	
TV Globo - Project Waves / Waves ... (D013628)	-	89	-	LA	
Total M&A		1,150	21,011		
Total Advisory		1,150	21,011		
Adelphia Communications - HY Offering (2Q 01) (D013200)	-	68	-	NA TELE	
AMC Entertainment - acq financing for General Cinema (D013398)	-	462	-	NA FIN SPO	
EchoStar - HY offering (Hughes Electronics) (D016727)	(936)	(538)	-	NA SPON	
Entercor Communications - HY offering (1Q 02) (D020688)	-	1,152	-	NA Lev Fin	
Galaxy Latin America - HY bond offering (1Q 01) (D002033)	-	1,505	-	LA	
Hughes/PanAmSat - Project Pelican/Interim financing 1Q02 / Pelican 1 (D015959)	-	5,480	-	NA FIN SPO, NA Lev Fin	
NextMedia Group - HY offering (2Q 01) (D013233)	-	(89)	-	None	
Sinclair Broadcasting - HY offering (1Q 02) (D021370)	-	536	-	None	
Sinclair Broadcasting - HY Offering (4Q 01) (D016235)	-	1,206	-	None	
Young Broadcasting - HY Offering (4Q 01) (D014961)	(17)	527	-	None	
Total HYCM		(953)	10,310		
Hughes/PanAmSat - Project Pelican/Interim financing 1Q02 / Pelican 1 (D015959)	-	5,936	-	NA FIN SPO, NA Lev Fin	
Loews Cineplex Entertainment - exit financing (1Q 02) (D016676)	-	1,930	-	NA FIN SPO, NA Lev Fin	
Total Leverage Loan Fees			7,866		
Total Debt Products		(963)	18,176		
Cumulus Media - secondary offering (2Q 02) (D022916)	-	4,823	-	None	
Digital River - block trade (4Q 01) (D016304)	-	85	-	None	
Emmis Communications - Block Trade (2Q 02) (D021959)	204	2,206	-	None	
Entercom Communications - secondary offering (1Q 02) (D020128)	-	4,553	-	None	
Ikon Office Solutions - convertible offering (2Q 02) (D020657)	-	4,732	-	None	
Internet Capital Group - IPO (D980805)	296	296	-	EUR TECH, NA CON	
Leap Frog Enterprises - IPO financing (D016309)	643	643	-	NA CON, NA FIN SPO	
LIN Television - IPO (D020127)	-	9,141	-	NA FIN SPO	

FRANCHISE - REVENUE BY DEAL
AS OF 12-AUG-2002
EUROS IN 000's
NA MEDIA

PRODUCT		Franchise Revenue		Other Coverage Groups
		Franchise Revenue YTD(Jul)	Aug (392)	
DEAL				
MediaNation - HK\$445.6mn IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)		(3,926)	-	ASIA NRG, ASIA SPON, CHINA, NA FIN SPO
Radio One - Secondary Offering (2Q 02) (D021881)		917	-	None
SONICblue - debt private placement (2Q 02) (D021165)		160	-	NA PLMT
XM Satellite Radio - secondary offering (2Q 02) (D022418)		761	-	NA FIN SPO
Total Equity Underwriting		439	24,391	(392)
iBeam Broadcasting-Warrant Income Realized/Unrealized (M1590)		-	(0)	-
iBeam mmn (M1574)		-	(1)	-
Total Restricted Securities / PPE		-	(1)	-
Total Equity		439	24,389	(392)
AOL Time Warner Inc. - IG Bond. (M3404)		-	141	-
Scholastic Corp - IG offering (1Q 02) (D020146)		-	133	-
Walt Disney - \$450mm - IG Bond (D024828)		-	86	-
Walt Disney - IG Bond (M3182)		-	995	-
Total GM DCM JV		-	1,354	-
Comcast Cable - Strategic Lending Contract (M2222)		(47)	(355)	None
Infinity Broadcasting - Strategic Lending Contract (M2221)		(60)	(447)	None
Total Principal Investing / PE Exceptions / Other		(107)	(802)	-
Total Legacy Portfolios / Cross Selling / Other		(107)	552	-
Total Product		629	64,128	(392)

FRANCHISE PIPELINE BY DEAL
AS OF 12-AUG-2002
EUROS IN 000'S
NA MEDIA

PRODUCT	DEAL	PROBABILITY	Franchise Value						Franchise Revenue Total	Probability Weighted Pipeline
			Aug	Sep	Oct	Nov	Balance Of Year 2002	Future Years		
	Acme Communications - general advisory (D006356)	25	-	-	-	-	1,295	-	1,295	324
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	75	-	-	-	-	1,036	-	1,036	777
	BusinessWire - general advisory (D005685)	25	-	-	-	-	5,595	-	5,595	1,399
	Echostar - acqn advisory and financing (GM - HE) (D014601)	50	-	-	-	-	7,255	-	7,255	3,627
	Pinnacle Holding - general advisory (2001) (D010190)	0	-	-	-	-	2,591	-	2,591	-
	SonicBLUE - general advisory (Project Soprano) / Soprano (D023818)	25	-	-	-	-	2,591	-	2,591	648
	TIM Brazil - Project Eiru/Phase 2 (sale) Eiru - 2. (D024366)	0	-	-	-	-	1,036	-	1,036	-
	Young Broadcasting - general advisory (Kron Station) (D025394)	0	-	-	-	-	4,146	-	4,146	-
M&A							24,510	1,036	26,547	6,776
Total Advisory							24,510	1,036	25,547	6,776
Data Transmission Network - bank/bond financing (3Q 02) (D022812)		25	3,108	-	-	-	-	-	3,109	777
HYCM		3,109							3,109	777
	Comcast - acc finc for AT&T Broadband (participant bank) (D020813)	50	1,865	-	-	-	-	-	1,865	933
	Echostar - acqn advisory and financing (GM - HE) (D014601)	50	-	-	-	-	35,859	-	35,859	17,929
	Gray Communications acqn fin for Benedek Broadcasting (D022657)	75	3,109	-	-	-	-	-	3,109	2,332
	Sinclair Broadcasting - bank financing (3Q 02) (D021882)	75	3,109	-	-	-	-	-	3,109	2,332
Leverage Loan Fees		3,084		35,859					43,942	23,526
Davis & Partners - Transmission Tower in Brooklyn (D020807)		0	-	-	-	-	1,036	-	1,036	-
Real Estate Advisory							1,036	-	1,036	-
Total Debt Products		11,193		35,859			1,036	-	48,988	24,303
Blackboard - IPO (Q1 03) (D014712)		0	-	-	-	-	1,762	-	1,762	-
Selem Communications - secondary offering (3Q 02) (D024428)		75	1,555	-	-	-	-	-	1,555	1,166
Equity Underwriting		1,555							3,316	1,166
Total Equity		1,555		1,762					3,316	1,166
SES Global - Debt financing re GE Americom - Project Gerard / Gerard 3 (D0115986)		0	-	-	-	-	3,000	-	3,000	-
GM DCM JV							3,000	-	3,000	-
Total Legacy Portfolios / Gross Selling / Other							3,000	-	3,000	-
Product							12,747	37,620	28,547	1,036
									79,951	32,244

FRANCHISE - REVENUE & PIPELINE BY MD & DIR
2012-08-13 (Tue)
EUROS IN 000'S
NA Media.

DEAL	BANKER	FIRM	DESCRIPTION	PROD		FRANCHISE		FRANCHISE		FUTURE	
				JUL	YTD JUL	FRANCHISE	FRANCHISE	FRANCHISE	FRANCHISE	PPIPELINE	
Aurora Communications - General advisory (D012488)	Familiy, Jeffrey		Diversiture Advisory	N/A	1,032	-	-	-	-	-	-
Cumulus Media - secondary offering (Q2) (D022916)			Equity-Secondary	N/A	4,823	-	-	-	-	-	-
Echostar - General Advisory (Mwind) (D016341)			Other M&A Advisory	N/A	8,686	(538)	-	-	-	-	-
Echostar - HY offering (Hughes Electronics) (D018727)			Bonds-Corporate High Yield	N/A	(936)	-	-	-	-	-	-
Echostar - acq advisory and financing (GM - HE) (D014601)			Acquisition Advisory	50%	-	-	-	-	-	7,255	-
Echostar - acq advisory and financing (GM - HE) (D014601)			Bridge Loans	N/A	-	-	-	-	-	(145)	-
Echostar - acq advisory and financing (GM - HE) (D014601)			Block Trade	60%	-	-	-	-	-	35,859	-
Emmis Communications - Block Trade (20.02) (D021959)			Bonds-Corporate High Yield	N/A	204	-	-	-	-	2,206	-
Entelcom Communications - HY offering (1Q 02) (D020588)			Equity-Secondary	N/A	-	-	-	-	-	1,152	-
Hughes/PanAmSat - Project Pelican/Interim financing 1Q02 / Pelican 1 (D015559)			Bonds-Corporate High Yield	N/A	-	-	-	-	-	4,553	-
Hughes/PanAmSat - Project Pelican/Interim financing 1Q02 / Pelican 1 (D015559)			Senior Bank Debt	N/A	-	-	-	-	-	5,480	-
Mediation - IKS \$45.8m IPO - Pro Bus - Bus (Asia ECM) (D002434)			Equity-Secondary	N/A	(896)	-	-	-	-	5,938	-
Radio One - Secondary Offering (2Q 02) (D021881)			Equity-Sublicondary	N/A	172	-	-	-	-	(392)	-
SES Global - Debt financing re GE American - Project Gerard / Gerard 03 (D015906)			Bonds-Eurobonds	0%	-	-	-	-	-	917	-
Entelcom Communications - secondary offering (1Q 02) (D020128)			Bonds-Corporate High Yield	N/A	-	-	-	-	-	3,000	-
Hughes/PanAmSat - Project Pelican/Interim financing 1Q02 / Pelican 1 (D015559)			Senior Bank Debt	N/A	-	-	-	-	-	1,206	-
Entelcom Communications - secondary offering (1Q 02) (D020128)			Private Placement-Equity	N/A	-	-	-	-	-	749	-
Entelcom Communications - secondary offering (1Q 02) (D020128)			Diversiture Advisory	N/A	-	-	-	-	-	1,032	-
Entelcom Communications - secondary offering (1Q 02) (D020128)			Equity-IPO	N/A	0%	-	-	-	-	1,742	-
Entelcom Communications - secondary offering (1Q 02) (D020128)			Equity-Sublicondary	N/A	-	-	-	-	-	4,823	-
Entelcom Communications - secondary offering (1Q 02) (D020128)			Bonds-Corporate High Yield	N/A	-	-	-	-	-	1,152	-
Entelcom Communications - secondary offering (1Q 02) (D020128)			Equity-Secondary	N/A	-	-	-	-	-	4,553	-
Leap Frog Enterprises - IPO financing (D015309)			Equity-IPO	N/A	-	-	-	-	-	643	-
Mediation - HK\$445.8m IPO on GEM - Pro Bus			Equity-IPO	N/A	(889)	-	-	-	-	(3,826)	-
NextMedia Group - HY offering (Q2 01) (D013232)			Bonds-Corporate High Yield	N/A	-	-	-	-	-	(89)	-
Radio One - Secondary Offering (2Q 01) (D013232)			Bonds-Corporate High Yield	N/A	172	-	-	-	-	917	-
Sinclair Broadcasting - HY offering (Q2 01) (D018235)			Bonds-Corporate High Yield	N/A	-	-	-	-	-	1,206	-
Sinclair Broadcasting - HY offering (1Q 02) (D021892)			Bonds-Corporate High Yield	N/A	-	-	-	-	-	536	-
Sinclair Broadcasting - bank financing (3Q 02) (D021892)			Senior Bank Debt	75%	-	-	-	-	-	3,109	-
AlphaLia Communications - HY Offering (2Q 01) (D013200)			Bonds-Corporate High Yield	N/A	-	-	-	-	-	68	-
Gray Communications act in for Bancend Broadband (D022657)			Fairness Opinion	N/A	-	-	-	-	-	111	-
Landmark Communications - general advisory/Retainer 2001-02 (D014724)			Senior Bank Debt	75%	-	-	-	-	-	5,480	-
Salem Communications - secondary offering (3Q 02) (D024428)			Other M&A Advisory	N/A	-	-	-	-	-	5,938	-
TRH Satellite Radio - general advisory (radio assets) (D002234)			Equity-Secondary	75%	-	-	-	-	-	64	-
TRH Satellite Radio - secondary offering (2Q 02) (D021248)			Diversiture Advisory	N/A	-	-	-	-	-	203	-
Davis & Partners - Transmission Tower in Brooklyn (D020807)			Equity-Secondary	N/A	-	-	-	-	-	1,086	-
Hughes/PanAmSat - Project Pelican/Interim financing 1Q02 / Pelican 1 (D015569)			Bonds-Corporate High Yield	N/A	-	-	-	-	-	1,086	-
Primate Holdings - general advisory (2001) (D010180)			Senior Bank Debt	N/A	-	-	-	-	-	69	-
Spectrasis Holdings - Fairness Opinion (SBC) (D002702)			Diversiture Advisory	0%	-	-	-	-	-	533	-
TM Brazil - Project EletroPhase 1 (strategic alliance) (D014121)			Fairness Opinion	N/A	-	-	-	-	-	1,578	-
TM Brazil - Project EletroPhase 2 (strategic alliance) (D014121)			Other M&A Advisory	N/A	-	-	-	-	-	1,036	-
TV Globo - Project Waves / Waves ... (D013628)			Diversiture Advisory	N/A	-	-	-	-	-	69	-
Paul, Gregory R.			Real Estate Advisory	0%	-	-	-	-	-	5,480	-
Paul, Gregory R.			Bonds-Corporate High Yield	N/A	-	-	-	-	-	5,938	-
Acme Communications - general advisory (D0026336)			Senior Bank Debt	N/A	-	-	-	-	-	642	-
Data Transmission Network - bank/bond financing (3Q 02) (D022612)			Diversiture Advisory	25%	-	-	-	-	-	2,691	-
Galaxy Latin America - HY bond offering (1Q 01) (D002035)			Bonds-Corporate High Yield	N/A	-	-	-	-	-	533	-
LIN Television - IPO (D021217)			Bonds-Corporate High Yield	N/A	-	-	-	-	-	1,505	-
Leisure Cinplex Entertainment - exit financing (1Q 01) (D016876)			Equity-IPO	N/A	-	-	-	-	-	9,141	-
Young Broadcasting - HY Offering (Q2 01) (D014961)			Senior Bank Debt	N/A	-	-	-	-	-	1,930	-
Young Broadcasting - general advisory (Kron Station) (D025304)			Bonds-Corporate High Yield	N/A	-	-	-	-	-	527	-
Silver, Ellen L.			Diversiture Advisory	0%	-	-	-	-	-	(17)	-
Data Transmission Network - bank/bond financing (3Q 02) (D022612)			Bonds-Corporate High Yield	N/A	-	-	-	-	-	3,109	-
Leisure Cinplex Entertainment - exit financing (1Q 01) (D016876)			Senior Bank Debt	N/A	-	-	-	-	-	4,146	-
Young Broadcasting - general advisory (Kron Station) (D025304)			Diversiture Advisory	0%	-	-	-	-	-	3,109	-

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FRANCHISE - REVENUE & PIPELINE BY MTD & DIR						
2002-08-13 (Tue) EUROS IN 000's						
NA Media						
BANKER	DEAL	PRODUCT	JUL FRANCHISE VALUE (17)	YTD JUL FRANCHISE VALUE (\$27)	AUG FRANCHISE VALUE	2002 FRANCHISE PIPELINE
Tritto, Dyan	Young Broadcasting - HY Offering (4Q 01) (D014981)	Bonds-Corporate High Yield	N/A	-	-	FRANCHISE FUTURE PIPELINE
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	Divestiture Advisory	75%	-	-	1,036
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	Divestiture Advisory	N/A	2,863	-	-
	BusinessWire - general advisory (D005385)	Divestiture Advisory	25%	-	-	5,593
	Comcast - acc. fncg for AT&T Broadband (participant bank) (D020818)	Senior Bank Debt	50%	-	-	1,865
	Digital River - block trade (4Q 01) (D015304)	Equity-Secondary	N/A	-	-	-
	Liberty Media - accn opportunities in Europe (D016282)	Acquisition Advisory	N/A	-	-	-
	TMF Worldwide - Project University / University 1 (D013407)	Acquisition Advisory	N/A	-	-	-
	Walt Disney - \$450mm - IC Bond (D024828)	Bonds-Corp. Investment Grade	N/A	-	-	-
	Comcast - acc. fncg for AT&T Broadband (participant bank) (D020818)	Senior Bank Debt	50%	-	-	-
	Ikon Office Solutions - convertible offering (2Q 02) (D0220857)	Equity-Convertible Bonds	N/A	4,732	-	1,865
	Sonicblue - debt private placement (2Q 02) (D021765)	Equity-FIPE	N/A	160	-	-
	Scientific Atlanta - acquisition of Barcon-Project Baseball - Baseball (D013401)	Acquisition Advisory	N/A	1,634	-	-
	SonicBlue - general advisory (Project Soprano) / Soprano (D020818)	Acquisition Advisory	N/A	-	-	2,591

Yung, Sun J.

FRANCHISE - REVENUE & PIPELINE SUMMARY
AS OF 12-AUG-2002
EUROS IN 000'S
EUROPE MEDIA (1)

PRODUCT	Franchise Revenue	YTD(Jul) Franchise Revenue	Prior YTD Franchise Revenue	B/M PRIOR YTD Franchise Revenue	Aug Franchise Revenue	Balance Of Current Year Thru 12/31 Pipeline	Balance Of Current Year Probabilty Weighted Pipeline	Future Year Pipeline Probability Weighted(2)	
								2002 Full Year Plan	BMW 2002 Full Year Plan
M&A	251	7,647	10,406	(2,759)	-	22,000	2,875	10,522	28,920
	251	7,647	10,406	(2,759)	-	22,000	2,875	10,522	(18,398)
HYCM	-	-	-	-	-	-	-	8,265	(8,285)
Leverage Loan Fees	-	2,273	-	2,273	-	-	-	8,260	(5,987)
Total Debt Products	-	2,273	-	2,273	-	-	-	16,625	(14,252)
Equity Underwriting	(1,629)	3,632	19,703	(16,071)	-	35,658	23,742	21,375	28,920
Total Equity	(1,629)	3,632	19,703	(16,071)	-	35,658	23,742	21,375	(1,545)
GIM DCM JV	-	-	-	-	-	-	-	8,265	(8,285)
Total Legacy Portfolios / Cross Selling / Other	-	-	-	-	-	-	-	8,265	(8,285)
Total Corporate Finance Product:	(1,378)	13,552	30,169	(16,557)	-	86,858	26,617	40,169	82,630
									(42,461)

Notes:

- 1) Deals are included within the group on the basis of senior banker involvement per client manager or booked deals and pipeline deals
- 2) Balance of Pipeline includes all future years

FRANCHISE - REVENUE BY DEAL
AS OF: 12-AUG-2002
EUROS IN 000'S
EUROPE MEDIA

PRODUCT	DEAL	Franchise Revenue Jul		Franchise Revenue Aug		Other Coverage Groups
		Franchise Revenue YTD(Jul)				
Bertelsmann - Project Rock / Rock.. (D014619)		-	2,010	-	-	None
Fininvest - valuations (Focus) / Focus (ex-Slimfast) (D016069)		-	250	-	-	ITALY
Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013840)		-	2,367	-	-	EUR TECH, Rus.& Turk.
Impresa/Cofina -pot merger of Impresa w/ Investec (Ice Cube) / Ice cube (D015714)		26	83	-	-	Oth. Eur., PORTUGAL
Johnston Press - Acqn advisory for RIM / Pacific. (D014213)		-	2,188	-	-	UK
ProSieben - merger advisory with Kirch Media (Rj) Concordia / Concord (D014982)		225	750	-	-	EUR TECH
Total M&A		251	7,647			
Total Advisory		251	7,647			
Johnston Press - £880mm debt financing for RIM acquisition / Jupiter.. (D014834)		-	1,980	-	-	EUR SPON
Yell - US\$40mm financing for acqn of Mcleod Publishing (D020465)		-	292	-	-	EUR SPON
Total Leverage Loan Fees			2,273			
Total Debt Products			2,273			
JCDecaux - IPO (project Fox) / Fox (D004897)		(1,629)	(1,629)	-	-	None
Johnston Press - rights issue for acqn of RIM (D022644)		-	1,623	-	-	UK
Publicis Groupe SA - convertible bond Q1 2002(King) / King * (D016091)		-	3,638	-	-	FRANCE
Total Equity Underwriting		(1,629)	3,632			
Total Equity		(1,629)	3,632			
Total Product		(1,378)	13,552			

FRANCHISE - PIPELINE BY DEAL
AS OF: 12-AUG-2002
EUROS IN 000's
EUROPE MEDIA

PRODUCT	DEAL	PROBABILITY	Franchise Value						Franchise Revenue Total	Probability Weighted Pipeline
			Aug	Sep	Oct	Nov	Dec	Balance Of Year 2002 Future Years		
	Boosey & Hawkes - divestiture advisory/defence & refinancing (D015355)	25	2,000	-	-	-	-	-	2,000	500
	Deutsche Telekom - Sale options for 16% stake in SES (D011449)	0	-	6,000	-	-	-	-	6,000	-
	Finninvest - valuations (Focus) - Focus (ex-Slimfast) (D016068)	25	-	500	-	-	-	-	500	125
	JCDocaux - acquisition advisory - Project Daedalus / Daedalus (D022235)	0	-	-	-	-	-	4,500	4,500	-
	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	25	-	-	-	-	-	5,000	5,000	1,250
M&A	Taylor & Francis - auction of Kluwer Academic Publishing (Kafka) / Kafka (D022841)	25	-	4,000	-	-	-	-	4,000	1,000
	Total Advisory		2,000	10,500	-	-	-	9,500	22,000	2,876
	APAX/Hicks Muse - IPO of Tell (D020545)	90	-	1,658	-	-	-	-	1,658	1,492
	Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabel (D022480)	75	-	17,000	-	-	-	-	17,000	12,750
	BskyB - GBP 100 million convertible bond (D020286)	75	-	-	-	-	-	2,500	2,500	1,675
	SES Global - €700.1m IPO - Project Gerard2 / Gerard2 (D013555)	75	-	-	-	-	-	8,000	8,000	6,000
	Texas Pacific Group - IPO (Hunter) / Hunter * (D022782)	25	-	-	8,500	-	-	-	8,500	1,625
Equity Underwriting				18,658	6,500	-	10,500	-	36,658	23,742
	Total Equity			18,658	6,500	-	10,500	-	35,658	23,742
	SES Global - Debt financing re GE Americom - Project Gerard / Gerard3 (D015596)	0	-	-	-	3,000	-	-	3,000	-
	GMI DCM JV			-	-	3,000	-	-	3,000	-
	Total Legacy Portfolios / Cross Selling / Other			-	-	3,000	-	-	3,000	-
	Product		2,000	28,158	6,500	-	23,000	-	60,658	26,617

FRANCHISE - REVENUE & PIPELINE BY MD & DIR
 2002-08-13 (Tue)
EUROS in '000s
 Europe Media.

BANKER	DEAL	PRODUCT	JUL			AUG			2002			FRANCHISE PIPELINE
			PROB	YTD JUL FRANCHISE VALUE	AUG FRANCHISE VALUE	FRANCHISE PIPELINE	FRANCHISE PIPELINE	FRANCHISE PIPELINE	FRANCHISE PIPELINE	FRANCHISE PIPELINE	FRANCHISE PIPELINE	
Austin, Geoffrey	APAX/Hilco Muse - IPO of Yell plc (D020545) Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013840)	Equity-IPO Valuation Acquisition Advisory Equity/Rights Senior Bank Debt Acquisition Advisory Senior Bank Debt	90%	N/A	-	2,367	-	-	-	-	-	Franchise Future Pipeline
Beneisman, Christian	Johnston Press - Acq advisory for RIM (D014213) Johnston Press - rights issue for acq of RIM (D022654)	Equity/Rights Senior Bank Debt Acquisition Advisory Senior Bank Debt	N/A	-	2,188	-	-	-	-	-	-	
Beneisman, Christian	Taylor Francis - 2880mm debt financing for RIM acquisition / Jupiter - (D014834)	Senior Bank Debt	N/A	-	1,923	-	-	-	-	-	-	
Beneisman, Christian	Taylor Francis - acq of Kluwer Academic Publishing (Kakfa) / Kakfa (D022841)	Acquisition Advisory	N/A	-	1,980	-	-	-	-	-	-	
Beneisman, Christian	Yek - US\$40mm financing for acq of Mcleod Publishing (D020465)	Senior Bank Debt	N/A	-	4,000	-	-	-	-	-	-	
Lovigrove, Stephen	APAX/Hilco Muse - IPO of Yell plc (D020545)	Equity-IPO	90%	-	-	-	-	-	-	-	-	
Lovigrove, Stephen	Axel Springer/Kron - Secondary Offering - Project Annabelle / Annabelle (D022480)	Equity-Secondary Bonds	75%	-	-	-	-	-	-	-	-	
Lovigrove, Stephen	BStyB - GBP 200 million convertible bond (D020298)	Equity-Convertible Bonds	75%	-	-	-	-	-	-	-	-	
Lovigrove, Stephen	Beneisman - Project Rock / Rock... (D014619)	Acquisition Advisory	N/A	-	-	-	-	-	-	-	-	
Lovigrove, Stephen	Bossey & Hawkes - divestiture advisory/distance & refinancing (D013359)	Divestiture Advisory	25%	-	-	-	-	-	-	-	-	
Lovigrove, Stephen	Deutsche Telekom - Sale options for 16% stake in SES (D011449)	Mergers & Acquisitions	0%	-	-	-	-	-	-	-	-	
Lovigrove, Stephen	Impresa/Colin - pvt merger of Impresa w/ Invesco (Ice Cube) / Ice cube (D015714)	Divestiture Advisory	N/A	-	-	-	-	-	-	-	-	
Lovigrove, Stephen	JCDecaux - IPO (Project Fox) / Fox (D01-B87)	Mergers & Acquisitions	N/A	-	-	-	-	-	-	-	-	
Lovigrove, Stephen	ProSieben - acquisition advisory - Project Daedalus / Daedalus, (D022235)	Equity-IPO	(1,629)	-	-	-	-	-	-	-	-	
Lovigrove, Stephen	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023812)	Acquisition Advisory	0%	-	-	-	-	-	-	-	-	
Lovigrove, Stephen	SES Global - Debt financing re GE American - Project Gerard / Gerard3 (D015986)	Defense Advisory	25%	-	-	-	-	-	-	-	-	
Lovigrove, Stephen	SES Global - £700-lbm IPO - Project Gerard / Gerard3 (D015938)	Bonds-Eurobonds	0%	-	-	-	-	-	-	-	-	
Lovigrove, Stephen	Impresa - pvt merger of Impresa w/ Invesco (Ice Cube) / Ice cube (D015714)	Equity-IPO	75%	-	-	-	-	-	-	-	-	
Lovell, Nicholas	Publids Groupe SA - convertible bond Q1 2002(King) / King * (D016091)	Mergers & Acquisitions	N/A	-	-	-	-	-	-	-	-	
MacInnes, Bruce	Ber-Jelsmann - Project Rock / Rock... (D014619)	Equity-Convertible Bonds	N/A	-	-	-	-	-	-	-	-	
MacInnes, Bruce	FirInvest - valuations (Focus) / Focus (ex-Slimfast) (D016089)	Acquisition Advisory	N/A	-	-	-	-	-	-	-	-	
MacInnes, Bruce	FirInvest - valuations (Focus) / Focus (ex-Slimfast) (D016089)	Fairness Opinion	25%	-	-	-	-	-	-	-	-	
MacInnes, Bruce	Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013840)	Fairness Opinion	N/A	-	-	-	-	-	-	-	-	
MacInnes, Bruce	ProSieben - merger advisory with Kirch Media (Fl) Concordia / Concord (D014982)	Divestiture Advisory	N/A	-	-	-	-	-	-	-	-	
MacInnes, Bruce	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023812)	Mergers & Acquisitions	25%	-	-	-	-	-	-	-	-	
MacInnes, Bruce	Texas Pacific Group - IPO (Hunter) / Hunter * (D022782)	Defense Advisory	0%	-	-	-	-	-	-	-	-	
MacInnes, Bruce	Texas Pacific Group - IPO (Hunter) / Hunter * (D022782)	Bonds-Eurobonds	25%	-	-	-	-	-	-	-	-	
MacInnes, Bruce	Texas Pacific Group - IPO (Hunter) / Hunter * (D022782)	Equity-IPO	25%	-	-	-	-	-	-	-	-	
Thurn-Hohenstein, Christian	Deutsche Telekom - Sale options for 16% stake in SES (D011449)	Acquisition Advisory	N/A	-	-	-	-	-	-	-	-	
Thurn-Hohenstein, Christian	FirInvest - valuations (Focus) / Focus (ex-Slimfast) (D016089)	Divestiture Advisory	0%	-	-	-	-	-	-	-	-	
Thurn-Hohenstein, Christian	FirInvest - valuations (Focus) / Focus (ex-Slimfast) (D016089)	Fairness Opinion	25%	-	-	-	-	-	-	-	-	
Thurn-Hohenstein, Christian	FirInvest - valuations (Focus) / Focus (ex-Slimfast) (D016089)	Fairness Opinion	N/A	-	-	-	-	-	-	-	-	

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